

THE VIRGINIA SOUTHWEST PROMISE

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Charles S. Yates • Executive Director

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Ms. Cheryl Clark
Acting Chief Information Officer
VITA, PPEA Proposals
Acquisition Services Division
11 S. 7th Street, Suite 100
Richmond, Virginia 23219

Re: Data Center Project

Dear Sir or Madam:

I write this letter to enthusiastically support the PPEA proposal submitted by Koll Development Company (KDC) and its partner, EDS, to locate a secondary data center for the Commonwealth of Virginia in Wise County.

As you may know, the Virginia Coalfield Economic Development Authority/Virginia Southwest Promise works aggressively with new and expanding companies to create new job opportunities and investments for this seven county, one city region in far Southwest Virginia. We work to customize local and state incentive packages with companies such as KDC and EDS based upon the number of new full-time jobs created, rate of pay and capital investment.

I recently had the opportunity to provide members of the KDC and EDS team with a tour of the Lonesome Pine Regional Business & Technology Park in Wise County. I understand that as a result of the site visit, KDC entered into an option agreement with the County to purchase several acres of land for the placement of a secondary data center.

I believe that Wise County, and in particular, the Lonesome Pine Regional Business & Technology Center, will provide the Commonwealth with a safe and secure site for the secondary data center. The location of a data center in Wise County is 100 percent consistent with Virginia Coalfield Economic Development Authority/Virginia Southwest Promise's mission to attract new job opportunities and investments in the region.

Again, I enthusiastically support the PPEA proposal submitted by KDC and EDS to locate a secondary data center for the Commonwealth of Virginia in Wise County. I also look forward to working with them regarding appropriate incentive packages that may assist in making this important proposal a reality for the Commonwealth of Virginia.

Sincerely,

Sandy J. Ratliff
Director of Marketing